

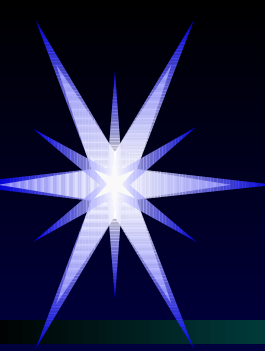
Section 912(c) Commercial Business Environment Training Team

Charter:

Develop a broad training program for the Department on key commercial business practices such as market research, pricing, financing, terms and conditions, warranties, joint ventures, and the UCC. ”

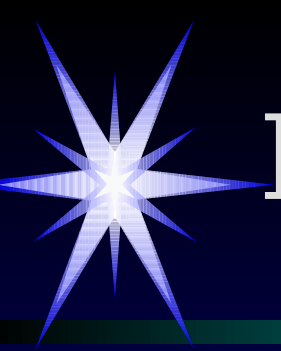
4 Dec 98

**Brigadier General
Frank J. Anderson, J
Chairman**



Key Participants

- Chair: Mr. William Mounts, ODUSD(AR)
- ▢ Military Services & Agencies
- ▢ Industry Associations: IDCC, CODSIA
- ▢ Associations: NAPM, NCMA
- ▢ Academia: UVA Darden, Motorola U
- ▢ Users: JSPO
- ▢ Contractor Support: LMI



Proposed Approach

- **Explore Delivery Method Options**
 - ▢ **Examine Workforce Demographics**
 - ▢ **Identify CBE Curriculum Content**
 - ▢ **Identify DAU/DSMC Capabilities**
 - ▢ **Develop Strategic Vision**
 - ▢ **Recommend Solutions**



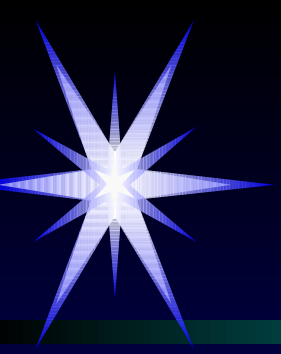
Milestones

- 6 Nov - Team Meetings Commence
- 4 Dec - Team Develops IPR Brief
- 11 Dec - Chair Briefs IPR to Dr. Gansler
- 5 Feb - Draft Implementation Plan to Chair
- 24 Feb - Final Implementation Plan to Chair
- 1 Mar - Implementation Plan to OSD



Issues

- ◆ **Workforce**
 - ◆ **Large Size (180,000)**
 - ◆ **Diverse Skill Level/Educational Demographics**
 - ◆ **Retiring Workforce w/o Backfill**
- ◆ **Change**
 - ◆ Translating Training into action
 - ◆ DAWIA Stovepiping vs. Teaming
- ◆ **Consensus on Strategic Vision**



BACKUPS

Mr. William Mounts
ODUSD (AR)_ Chair

LMI / Integrator

John Ablard
DARPA

Carl Berry
OUSD(L)

Elliott Branch
OASN(RD&A)

Steve Cohen
OUSD(A&T)DDP

Tom Crean
DAU

Dr. Jim Edgar
SARD-PM

Steve
Hernandez
DCAA

LTC Brandy
Johnson
DOD AET&CD

Dick Jolliffe
OAIG-Audit

Rita Lewis
ODASA(C3ISR)

Mike Payson
Joint Staff

Bob Morrison
DLSC-P

COL Terry Raney
SAF/AQC

Rich Reed
DSMC

Judy Stokley
AAC/YA

Jim Goggins
NCMA

Jim Kaczorowski
UVA/Darden

Bob Kemp
NAPM

Tom McCarty
IDCC&CODSIA

Primus
Ridgeway
CODSIA

Bob Spreng
IDCC



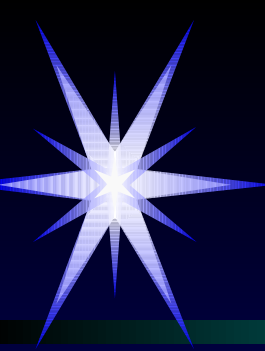
Section 912(c) Study Group for Review

of Acquisition for Service Contracts Charter:

**“Evaluate the training and tools
available to acquisition workforce to
manage, execute, and support
contracts for the acquisition of
services”**

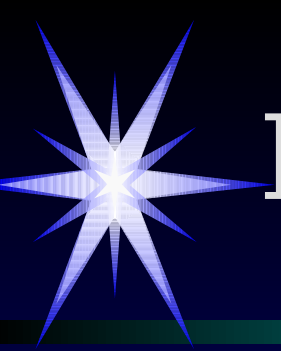
4 Dec 98

**Brigadier General
Frank J. Anderson, J
Chairman**



Key Participants

- Chair: Brig Gen Anderson, SAF/AQC
- Phase I: Chip Summers, DSMC (DAU)
- Phase II: Steve Cohen, USD(A&T)/DDP
- Phase III: Dr. Edgar, SARDA-PM
- Contractor Support: LMI
 - ▶ Project Lead: Lou Gaudio



Proposed Approach

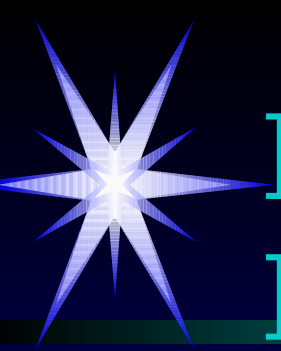
Three phases

- **Phase I: Identify current & planned training, tools, and processes**
- ▯ **Phase II: Determine “To Be” concept for future acquisition of services**
 - ⦿ **Step I: Develop service acquisition future model**
 - ▯ **Step II: Determine future skill set**
- ▯ **Phase III: Perform gap analysis, develop study recommendations**



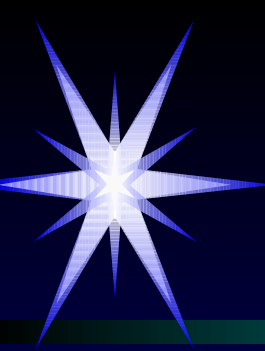
Milestones

- 13 Oct - Kickoff
- ▢ 9 Nov - Status Brief to Chair
- ▢ 9 Dec - Pre-IPR to Chair
- ▢ 11 Dec - Chair Briefs IPR to Dr. Gansler
- ▢ 14 Jan - Status Brief to Chair
- ▢ 5 Feb - Draft Implementation Plan to Chair
- ▢ 24 Feb - Final Implementation Plan to Chair
- ▢ 1 Mar - Implementation Plan to OSD



Baseline Analysis & End State Forecast

- Critical Knowledge/Skills
 - Study team identification
 - ▢ Operational validation
 - ▢ Successful performance-based activities
- Size/Composition of Services Community
 - ▢ DD350 & Workforce Database Analysis
- ▢ DoD Policy & Trend Analysis



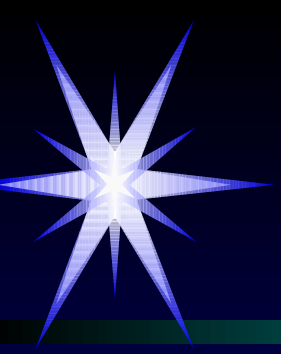
End State (First Look)

- Business Managers vs. Contracts Specialists
- ▢ Performance Management vs. Contract Administration
- ▢ Management of Suppliers vs. Supplies
- ▢ Emulation of Commercial Practices
- ▢ Larger, more complex business arrangements



Issues

- ◆ **Limited evaluation time**
 - Depth/Focus of Current Training
 - Process and HR Tool Analysis
- ◆ **Skill-set transition**
 - Skill Mix of Study Team
 - Appropriate grades
 - Attrition rate vs. Rate of change



BACKUPS

Col Barry Wilson
SAF/AQCX
Senior AF Rep
Study Co-Lead

Lt Col Mary Kringer
SAF/AQCO
Study Co-Lead

Brig Gen
Frank Anderson
SAF/AOC Chair
LMI / Integrator

Col Terry Raney
SAF/AQC
Advisor

Pat Brooks
ODUSD(AR
OSD Coordinator

Chip Summers*
DSMC
Phase I Lead

Steve Cohen*
OUSD(A&T)
ODDP/CPA
Phase I Lead

Jim
SARD-PM
Phase III Lead

Col Wilson*
SAF/AQCX

Don Tucker*
SARD-PN

Mary McHale*
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Susan Katterheinrich*
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Andy Manriquez*
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Maj Mike McGhee*
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LTC Mary
Kringer*
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Betsy Matich*
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Bert Conklin*

PSC

Al Winston*
BSE

Frank Camm*
RAND

William John*
ROLS

Maj Dave
Petrillo*
AFIT

Terry Balcom*
HQ/AMC

LTC Susan
Grubb*
BMDO

Gary
Engbretson*
CSA

Ann Guenther*
NASA

Bill Mackinson*
ACE

Maj Bob Walk*
NIMA

Col Lee
McMillen*
SARDA

Karen Mangum*
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Don Tucker
SARD-PN
(Alt Phase III Lead)

Maj Stephen Weiss
SAIC

Bruce MacDonald
NAVAIR

Mary E. Lawson
NAVAIR

T.K. Kearney
ANSER

Michael Canales
NAVAIR

David Berteau
SAIC

Note: * - Indicates Phase I and Phase II
participants that will continue through Phase III